



US Army Corps
of Engineers
Fort Worth District



U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT

HELPING THE DEPUTY WORK FOR YOU

Presented by:
Melea Crouse

Deputy for Small Business Programs

One Corps Serving The Army and the Nation



US Army Corps
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Here are a few suggestions you might want to consider when seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District:

- Keep Your SBA Profile Current
- Monitor Procurement Websites
- Marketing Your Firm



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Keeping Your Profile Current Identification, Location, & Contacts

This profile was last updated:
Name of Firm:
Trade Name ("Doing Business As ..."):
Main office or branch office?:
Address, line 1:
Address, line 2:
City:
State:
Zip:
Phone Number:
Fax Number:
E-mail Address:
WWW Page:
E-Mall (electronic mall selling firm's products):

❖ Keep Profile current;
suggest every 90 days

❖ E-mail Address

❖ Webpage

❖ E-Mail (if applicable)



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Keeping Your Profile Current Identification, Location, & Contacts

Contact Person:	
Contact Title:	
County Code (3 digit):	
Congressional District:	
Metropolitan Statistical Area:	
DUNS Number:	
CAGE Code:	
Year Established:	
Average Number of Employees:	❖ Average Number of Employees
Average Annual Gross Revenue:	❖ Annual Gross Revenue
Accepts Government Credit Card?: <input type="checkbox"/> Yes <input type="checkbox"/> No	❖ Accepts Government Credit Card
GSA Advantage Contract(s):	❖ GSA Advantage Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

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Keeping Your Profile Current Organization, Ownership & Certifications

Legal Structure:

Minority Code:

Women Owned?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
---------------	--

Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
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Service Disabled Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
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Current Principals:	(none given)
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❖ Women Owned

❖ Veteran

❖ Service Disabled
Veteran

❖ Current Principals

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

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Keeping Your Profile Current Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):
SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)

8(a) Certification:
SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:
SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:
HUBZone Certified?: ☐ Yes ☐ No
HUBZone Certification Date: N/A

DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
(none given)

❖ DBE Certification

❖ Non-Federal
Government
Certification



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Keeping Your Profile Current Products and Services

Capabilities Narrative: (none given)	
Special Equipment/Materials: (none given)	
Business Type Percentages:	(none given)
Bonding Levels Construction Bonding Level (per contract) Construction Bonding Level (aggregate) Service Bonding Level (per contract) Service Bonding Level (aggregate)	

❖ Capabilities Narrative

❖ Business Type Percentage

❖ Bonding Levels



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Keeping Your Profile Current
Products and Services

NAICS Codes and Keywords:					
Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾
Yes					

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
(3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.

Keywords:

❖ NAICS Codes

❖ Keywords



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Keeping Your Profile Current Products and Services

NAICS -- North American Industry Classification System - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Research AIM Real.com

Address <http://www.census.gov/epcd/www/naics.html>

Links VZTHOT - Verizon Tech Forums Enterprise 272 Communications Home vsmall01.verizon.com HelpDesk@Verizon OWA Verizon ESG - dbtracker

Google Search 412 blocked Check AutoLink AutoFill Options

NAICS to SIC
SIC to NAICS

Enter keyword
NAICS Search

How NAICS affects data users
[New industries](#)
[New sectors](#)
[New code system](#)
[Benefits](#)
[Breaks in time series](#)

Implementation
[Census Bureau](#)
[BEA](#)
[BLS](#)
[Other agencies](#)

Product Classification
[Service Sector](#)
[Manufacturing](#)

Questions?
[Ask Dr. NAICS](#)

International

U.S. Census Bureau

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS 2002 includes substantial revisions within the Construction and Wholesale Trade sectors, and a number of revisions for the Retail and Information sectors. NAICS 2002 will be implemented in the [2002 Economic Census](#).

A new [North American Product Classification System \(NAPCS\)](#) is presently under development, with initial focus on products of [service industries](#). (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the [Numerical List](#).)

The official [2002 US NAICS Manual](#) *North American Industry Classification System--United States, 2002* includes definitions for each industry, tables showing correspondence between 2002 NAICS and 1997 NAICS for codes that changed, and a comprehensive index--features also available on this web site. To order the 1400-page *2002 Manual*, in print, call NTIS at (800) 553-6847 or (703) 605-6000, or check the [NTIS web site](#). The 1250-page *1997 Manual*, showing correspondence between 1997 NAICS and 1987 SIC, is also available. The 2002 and 1997 versions of NAICS are available on CD-ROMs, which can be ordered at NTIS.

Also available at this site are lists of [2002 NAICS codes](#) (with links to definitions), [1997 NAICS codes](#).

[Federal Register notice](#) describes proposed changes for NAICS 2007.

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM
United States, 2002

❖ Search options:

❖ Number

❖ Keyword

<http://www.census.gov/epcd/www/naics.html>

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Keeping Your Profile Current Performance History (References)

Federal Government References

(includes prime contractors to the Federal Government to which the firm subcontracted)

(none given)

Other References

(none given)

❖ Federal
Government
References

❖ Other
References



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Seeking Assistance with Central Contractor Registration (CCR)

- CCR - <http://www.ccr.gov/>
 - Review CCR Handbook - <http://www.ccr.gov/handbook.asp>
- U.S. Small Business Administration - <http://www.sba.gov/>
 - D/FW District Office - <http://www.sba.gov/tx/dallas/index.html>
- Procurement Technical Assistance Centers – <http://www.dla.mil/db/procurem.htm>
 - Texas - <http://www.dla.mil/db/procurem.htm#TEXAS>



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Monitoring Procurement Websites

➤ Monitor the following websites:

➤ FEDBIZOPPS - <http://www.fbo.gov/>

➤ RESPOND TO “SOURCES SOUGHT” ANNOUNCEMENTS

➤ Answer all questions correctly in the announcement

➤ ARMY SINGLE FACE TO INDUSTRY

https://acquisition.army.mil/asfi/solicitation_search_form.cfm

➤ FEDERAL TECHNICAL DATA SOLUTIONS (FedTeDs)

<https://www.fedteds.gov/>

➤ Request solicitations - Registration required



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Monitoring Procurement Websites

➤ Monitor the following websites:

➤ USACE, FORT WORTH DISTRICT CONTRACTING DIVISION -
<https://ebs.swf.usace.army.mil/>

➤ USACE, FORT WORTH DISTRICT – PROJECTED PROJECTS –
<http://www.swf.usace.army.mil/pubdata/SBO/Projected.asp>

➤ USACE, FORT WORTH DISTRICT – SMALL BUSINESS –
<http://www.swf.usace.army.mil/pubdata/SBO/index.asp>



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Marketing Your Firm Helpful Hints to Briefings

- Requesting a Capabilities Brief:
- The Facilitator: Small Business Specialist
- Audience:
 - Technical Staff
 - Contracting Officer/Specialist
 - Small Business Advocate

**** The Facilitator should ALWAYS be the Small
Business Specialist ****



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Marketing Your Firm Helpful Hints to Briefings

- **Who Should Brief:**
YOU!!! (Who knows you best?)
- **Who Should *not* brief ---**
A professional “briefer” not otherwise associated with your firm
 - * **They don’t know you as well as you know yourself**
 - * **Gives impression you are not well prepared**



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Marketing Your Firm Helpful Hints to Briefings

- What Should You Brief:
 - Your Capabilities
 - Your Talents
 - Your Past Performance
 - Your Strengths

**** Certifications should be the last thing mentioned ****



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Marketing Your Firm Helpful Hints to Briefings

- What you Should *NOT* brief:
 - The FAR (KOs already know the regs)
 - Things you *CAN'T* do (this is not an *incapability* briefing)
 - Some *other* firms' talents and capabilities (let them do their own work!)
 - Negative information (your opinion of Government personnel, etc.)



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Marketing Your Firm Helpful Hints to Briefings

- **When and Where Should You Brief:**
 - **BEFORE** the prime buying season (this is *NOT* the 4th Quarter)
 - Briefing should be portable
 - Ready to present as a tabletop or on-screen
 - Bring your own equipment including projector



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Marketing Your Firm Helpful Hints to Briefings

- **Making a Good Impression**
 - **Make an appointment – & *be on time***
 - **Allow ample time for clearing security (military or Federal Bldgs)**
 - **A picture is worth 1000 words**
 - **Completed projects that showcase your efforts**
 - **Work in progress that highlights special crews**
 - **Delivered commodities**
 - **Practice, Practice, Practice**
 - **Be comfortable in all possible settings**
 - **Polish your presentation---if you don't sound good, you won't look good**



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Marketing Your Firm Ft Worth District Personnel

- Visit with the Deputy (see webpage for instructions)

Melea Crouse

819 Taylor Street, 3A28

Fort Worth, TX 76102

817-886-1382

<http://www.swf.usace.army.mil/pubdata/SBO/working.asp>

- Contracts Personnel

List of Contracts Personnel

<http://ebs.swf.usace.army.mil/PHONELIST.pdf>



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Marketing Your Firm Ft Worth District Personnel

➤ Technical Personnel

Civil Works Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/civilbranch.asp>

Military Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/militarybranch.asp>

Medical Support Team:

<http://www.swf.usace.army.mil/pubdata/MED/index.htm>



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Marketing Your Firm Ft Worth District Personnel

➤ Technical Personnel

Emergency Management Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/EmerMgt/index.asp>

Support for Others Program:

<http://www.swf.usace.army.mil/pubdata/ppmd/sfo.asp>



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Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Mid-Brazos Project Office

285 CR 3602, Clifton, TX 76634 Ph. 254-622-3332

Somerville Lake Office

Waco Lake Office

Whitney/Aquilla Lake Office

West Texas Lake Office

Hords Creek Lake Office

O.C. Fisher Lake Office

Proctor Lake Office

Lake and Recreational Info - <http://www.swf.usace.army.mil/>

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Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Little River Project Office

3110 FM 2271, Belton, TX 76513-6522 Ph. 254-939-1829

Belton Lake Office

Canyon Lake Office

Georgetown Lake Office

Granger Lake Office

Stillhouse Hollow Lake Office



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Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Elm Fork Project Office

1801 N. Mill St., Lewisville, TX 75057-1821 Ph. 972-434-1666

Grapevine Lake Office

Lewisville/Ray Roberts Lake Office

➤ Sam Rayburn/Town Bluff Project Office

Rt. 3, Box 486, Jasper, TX 75951-9598 Ph. 409-384-5716



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Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Piney Woods Project Office

2669 FM 726, Jefferson, TX 75657 ph. 903-665-3911

Cooper Dam/Jim Chapman Lake Office

Lake O'The Pines Office

Wright Patman Lake Office



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Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Trinity Project Office

4000 Observation Drive, Ennis, TX 75119-9563 ph. 972-875-5711

Bardwell Lake Office

Benbrook Lake Office

Joe Pool Lake Office

Lavon Lake Office

Navarro Mills Lake Office



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Marketing Your Firm Facility “Gatekeepers”

- Visit Department of Defense Installations
 - A listing of all Small Business Specialists
 - Selling to the Army -
<http://sellingtoarmy.com/User/Misc/SearchASBS.aspx>
 - Selling to the Air Force -
http://selltoairforce.org/Locator/locator_map.asp
 - Selling to the Navy –
<http://www.hq.navy.mil/sadbu/HCA.htm>



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Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Polk - <http://www.jrtc-polk.army.mil/>

Army Contracting Agency, Directorate of Contracting, Fort Polk
SFCA-SR-PO

Mr. Clay Cole
PO Drawer 3918
Fort Polk
Louisiana 71459-5000

Phone: 337-531-2353
clay.cole@polk.army.mil

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Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Bliss - <https://www.bliss.army.mil/Services/dpwl/Default.htm>

Army Contracting Agency, Directorate of Contracting, Fort Bliss
SFCA-SR-BL

Mr. Brian Foulkes
1733 Pleasonton Rd.
Fort Bliss, Texas 79916-6816

Phone: 915-568-7354
brian.foulkes@bliss.army.mil



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Marketing Your Firm Facilities

➤ Army Installations We Service

White Sands Missile Range - <http://www.wsmr.army.mil/>

Army Contracting Agency, Directorate of Contracting,

White Sands Missile Range

SFCA-SR-WS

Mr. Ron Taft
Crozier Street, Bldg 143
White Sands Missile Range
New Mexico 88002-5201

Phone: 505-678-1401
taftr@wsmr.army.mil

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Marketing Your Firm Facilities

➤ Army Installations We Service

Red River Army Depot - <https://www.redriver.army.mil/pwd.htm>

Red River Army Depot
AMSTA-RR-P

Mr. James P. Tidwell
100 Main Drive, Bldg 110
Texarkana, Texas 75507-5000

Phone: 903-334-3989

james.patton.tidwell@us.army.mil

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Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Hood - <http://ccmd.hood.army.mil>

Army Contracting Agency, Directorate of Contracting, Fort Hood
SFCA-SR-HO

Ms. Nancy Brown
3rd Corps & Ft. Hood
Fort Hood, Texas 76544-5059

Phone: 254-287-6453
nancy.brown@us.army.mil

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Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Sam Houston - <http://www.samhouston.army.mil/sites/local/>

Army Contracting Agency, Directorate of Contracting, Fort Sam Houston
SFCA-SR-SH

Ms. Deanna Ochoa
2107 17th St., Suite 70
Fort Sam Houston, Texas 78234-5015

Phone: 210-221-5083
deanna.ochoa@samhouston.army.mil



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Marketing Your Firm Facilities

➤ Army Installations We Service

Lone Star Army Ammunition Plant
SOSLS-TD

Ms. Maggie Ashlin
Highway 82 West, Bldg I-5, Rm 405
Texarkana, Texas 7505-9101

Phone: 903-334-1312
ashlinm@lonestar.app.com



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➤ Army Installations We Service

Corpus Christi Army Depot - <http://www.ccad.army.mil/>

Corpus Christi Army Depot
AMSAM-CC-FA

Mr. Lino Vera
308 Crecy Street
Corpus Christi, Texas 78419-5260

Phone: 361-961-3913
lino.vera@ccad.army.mil

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➤ Army Installations We Service

U. S. Army Medical Command - <http://www.cs.amedd.army.mil/>

U. S. Army Medical Command
MCAA

Mr. Dan E. Shackelford
2107 17th Street, Suite 70
Fort Sam Houston, Texas 78234-5070

Phone: 210-221-4267
Dan.Shackelford@amedd.army.mil

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Marketing Your Firm Facilities

➤ Air Force Installations We Service

Dyess Air Force Base - <https://wwwmil.dyess.af.mil/7ces/>

Air Combat Command
7 CONS/CC

Mr. William (Doug) Banks
381 Third St
Dyess AFB, Texas 79607-1581

Phone: 915-696-2285

william.banks@dyess.af.mil

SB Home Page: <http://www.dyess.af.mil/cons/index.htm>

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Marketing Your Firm Facilities

➤ Air Force Installations We Service

Lackland Air Force Base - <http://www.lackland.af.mil/Home/>

Air Education and Training Command
37 CONS/CC - Air Education and Training Command

Ms. Arthur Dinwiddie
1655 Selfridge Ave
Lackland AFB, Texas 78236-5253

Phone: 210-671-1723

arthur.dinwiddie@lackland.af.mil



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Marketing Your Firm Facilities

➤ Air Force Installations We Service

Laughlin Air Force Base - <http://www.laughlin.af.mil/index.htm>

Air Education and Training Command
47 CONS/LGCD

Mr. Jesus N. Martinez

171 Alabama Avenue
Laughlin AFB, Texas 78843-5102

Phone: 830-298-5641

jesus.martinez@laughlin.af.mil



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Marketing Your Firm Facilities

➤ Air Force Installations We Service

Randolph Air Force Base - <http://www.randolph.af.mil/default.htm>

Air Education and Training Command
12 CONS/CC - Air Education and Training Command

Ms. Estella Calvillo
395 B St West, Ste 02
Randolph AFB, Texas 78150-4525

Phone: 210-652-5460

estella.calvillo@randolph.af.mil



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Marketing Your Firm Facilities

➤ Air Force Installations We Service

Brooks City-base - <http://www.brooks.af.mil/>

Air Force Materiel Command
HQ AFCEE - AF Center for Environmental Excellence

Ms. Mary Urey
Mail Stop 311 HSW/BC
8046 Crouch Rd
Brooks City Base, Texas 78235-5146

Phone: 210-536-4348
Mary.Urey@brooks.af.mil
SB Home Page: <http://www.afcee.brooks.af.mil/>

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➤ Air Force Installations We Service

Goodfellow Air Force Base - <http://www.goodfellow.af.mil/index.php>

Air Education and Training Command
17 CONS/CC - Air Education and Training Command

Mr. Philip Kirby
210 Schertz Blvd
Goodfellow AFB, Texas 76908-4705

Phone: 915-654-3821

philip.kirby@goodfellow.af.mil



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QUESTIONS????